



The next generation of Business & ICT Development

From SMART Requirements to business system in seconds

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Experience the commitment®



The problem:
“Chinese whisper requirements”

The consequence



How the customer explained it



How the business consultant described it



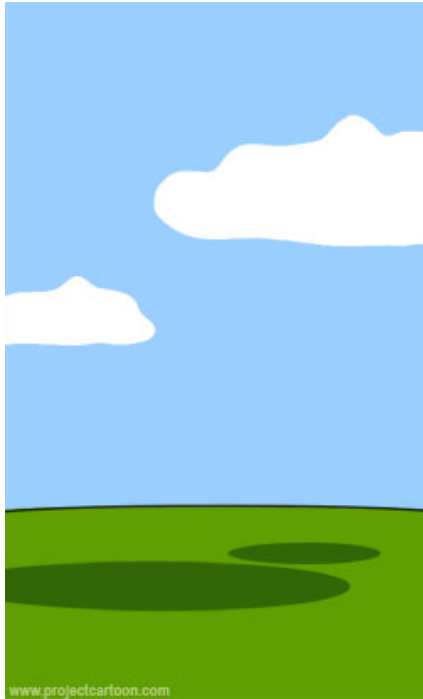
How it was designed



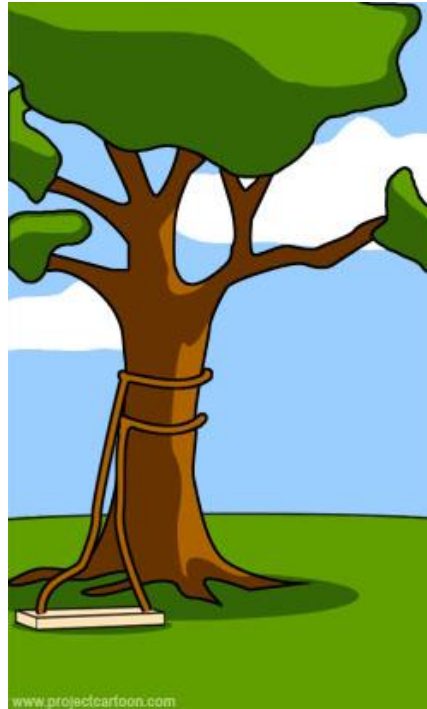
What the customer really needed



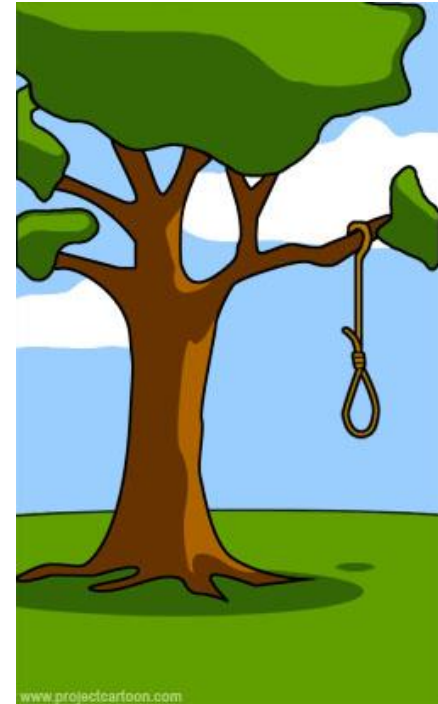
Developers and testers are stuck with it



**How the system
was documented**



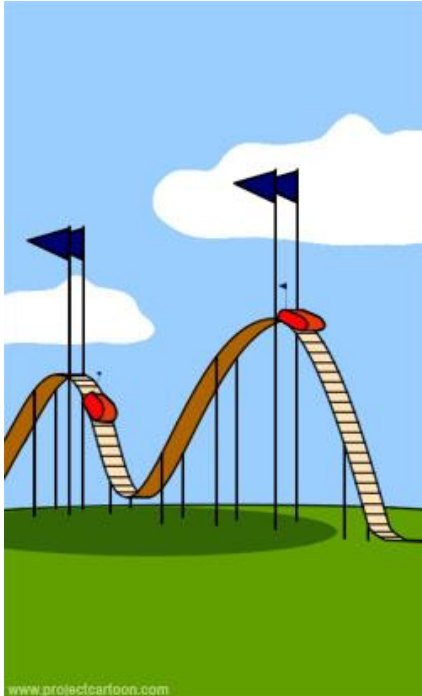
**How the
programmer
wrote it**



**What the testers
received**



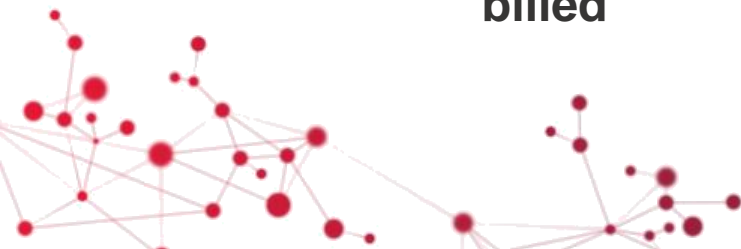
And eventually the customer



**How the
customer was
billed**



**When it was
delivered**



Related challenges that can be solved

- Time to market
- Wrong system
- Tight budgets
- Vague requirements
- Compliance
- Tough stakeholders
- Developers shortage
- Offshore effectiveness
- Code quality
- Expensive maintenance
- How to keep your knowledge





Solving it with the method



Prevent risks, reduce costs, get the system the customer actually needs

Get SMART & Agree



**Only relevant
details**

End result

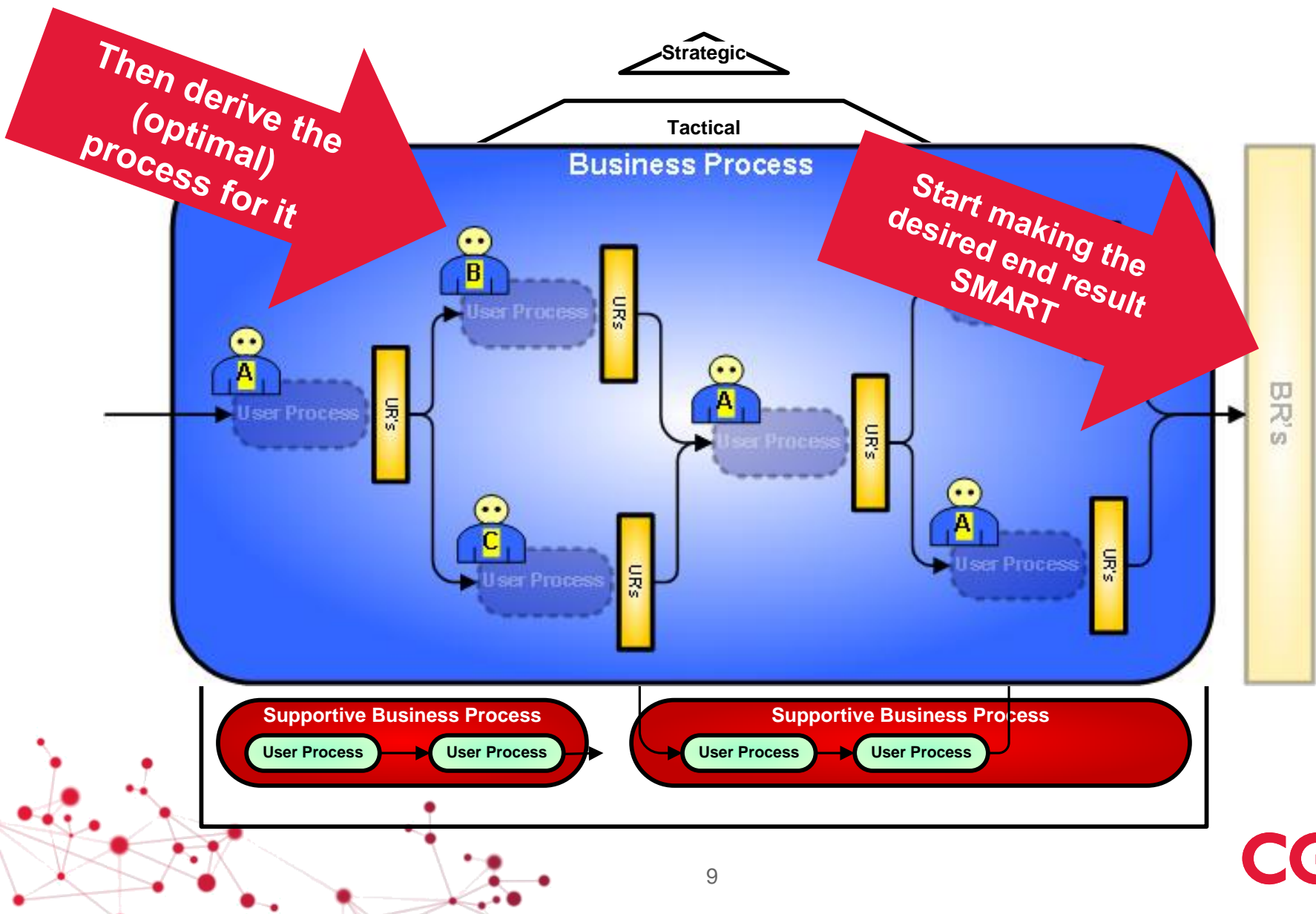
Understandable

**One
Interpretation**



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SMART Requirements 2.0 is end result oriented





FACTUUR

Aan: {"klantnaam"}
{"klantadres"}
{"klantpostcode"} {"klantplaats"}
t.a.v. {"klantcontactpersoon"}

Debiteur: {"klant
debiteurnummer"} Factuur nr.: {"factuur
nummer"} Factuurdatum

Omschrijving	Datum	Hoeveelheid	Eenh.	Prijs/Eenh.
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Process "Invoicing"

Easy SMART

"Invoices are created for approved timesheets" =

If "timesheets are approved"
then "invoices are created for this customer"

100% SMART (only if needed)

"time sheets are created by all employees" =

For each EMPLOYEE in EMPLOYEES applies:

There exists a SHEET in TIMESHEETS with:



Invoice

100% SMART (only if needed)

"time sheet lines" =

There exists several LINES in TIMESHEET_LINES with:

Attribute		Value
day	=	input from EMPLOYEE
TASK	=	input from EMPLOYEE
hours	=	input from EMPLOYEE

Easy SMART



Think back from the result and you won't miss a thing



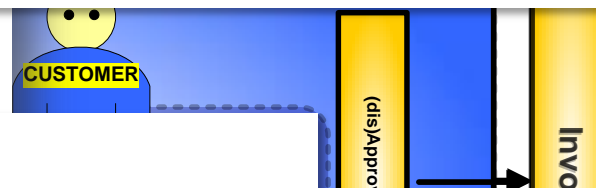
FACTUUR

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"Invoices are created for approved timesheets" =

If "timesheets are approved"
then "invoices are created for this customer"



"time sheets are created by all employees" =

For each EMPLOYEE in EMPLOYEES applies:

Year: 2010
Month: March

Day	Task	Location	Hours
1	PM for RVS	Amsterdam	8
2	Research	Arnhem	8
...
31	PM for RVS	Amsterdam	4
31	Dutch Test Co	Utrecht	4

Cancel Done

in TIM

Val
inp
inp
inp

Of employee: edwin.hendriks@cgi.com
Year: 2010
Month: March

Day	Task	Location	Hours
1	PM for RVS	Amsterdam	8
2	Research	Arnhem	8
...
31	PM for RVS	Amsterdam	4
31	Dutch Test Con	Utrecht	4

Approved?: ☒

Cancel Done





The results

Reference cases & metrics

14→2

from 14 to 2 versions (average) before final (*Insurance company*)

Just 1

production error; a wrong copyright date (*governmental agency*)

2 months

time to re-document primary department system (*bank*)

50%

average reduction of TCO (*over all SR2.0 projects*)



SMART Requirements is a proven ingredient



Ministerie van Sociale Zaken en
Werkgelegenheid



E-dienstverlening
door en voor
gemeenten

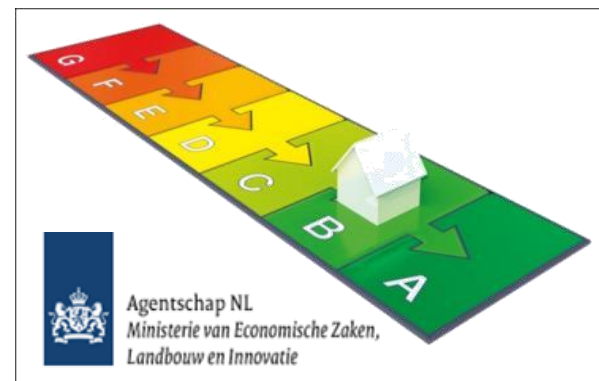


ABN-AMRO

delta lloyd



Mobility Mix
a LeasePlan Company



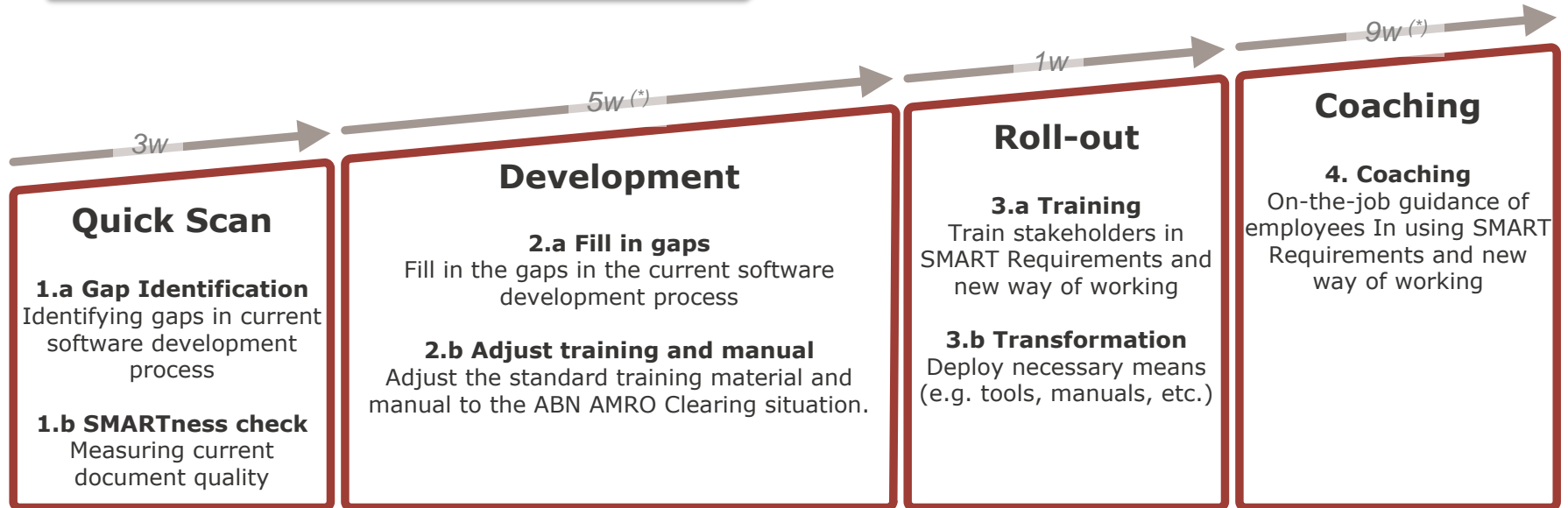
Agentschap NL
Ministerie van Economische Zaken,
Landbouw en Innovatie

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Implementing SMART Requirements 2.0

Start small (training and coaching for one project)

Then start a phased implementation:



w = weeks

() = average (actual duration depends upon situation)*

Getting SMART gradually or big bang

SMARTness level 0: “Free format requirements and specifications”

- *No guarantee for success*
- *System development (SD) takes too much time and is error prone*

SMARTness level 1: “Requirements according to 7 SMART criteria”

- *Easy to learn, requirements become more SMART*
- *Better chance of success*
- *SD becomes more efficient and is less error prone*

SMARTness level 2: “Specify the 4 end result components”

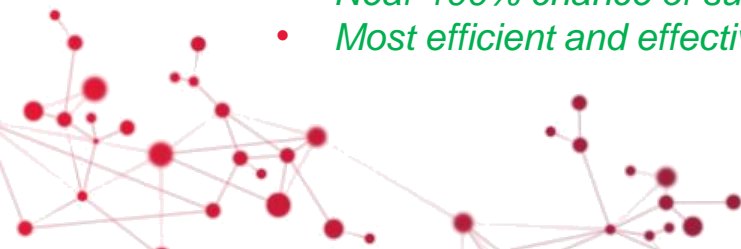
- *Easy to learn and both requirements as well as result specifications become more SMART*
- *Above average chance of success*
- *More effective SD and less chance of errors*

SMARTness level 3: “Specify the logical link between these components”

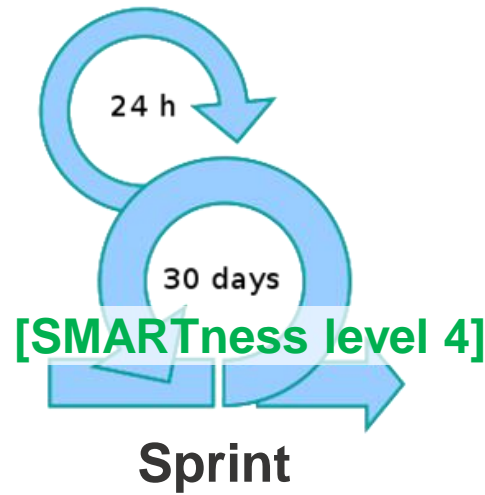
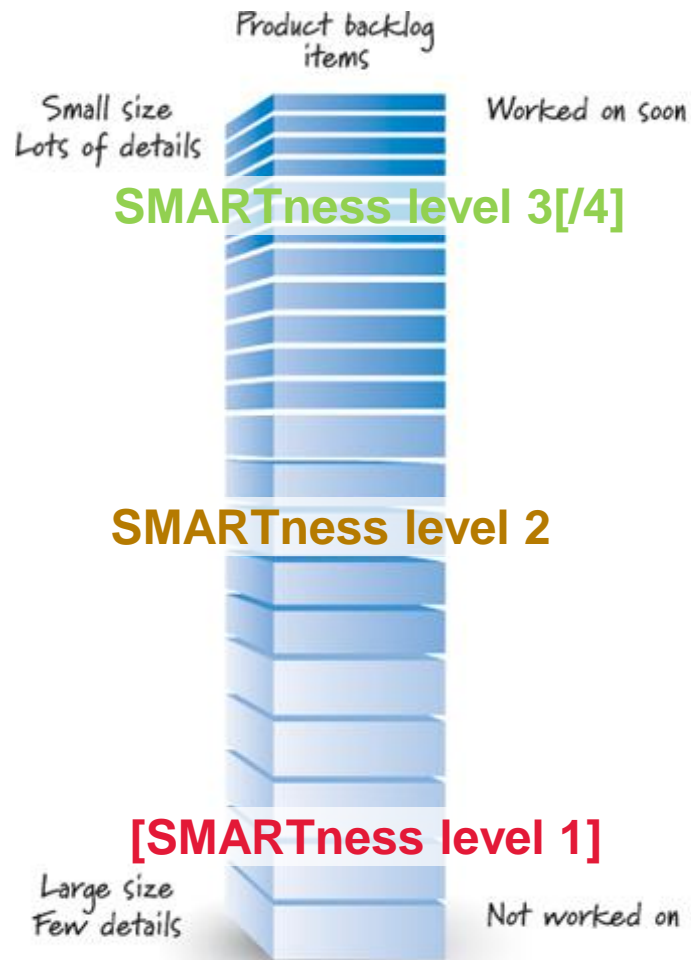
- *Requirements and specifications are described in more detail at a level that is still very easy to learn*
- *High chance of success*
- *Very efficient and effective SD and little chance of errors (off shoring possible but not yet fully effective)*

SMARTness level 4: “Specify them 100% SMART”

- *100% SMART requirements and specifications. Readable by most, but requires an analytical mind to write.*
- *Near 100% chance of success*
- *Most efficient and effective SD possible and almost no chance of errors (also for off shoring)*



SMART Scrum



SMART User Story

I in the role of **<HUMAN ACTOR (ROLE)>**

Want to achieve **<(INDIVIDUAL) USER RESULTS>**

Because **<BUSINESS RESULTS** (as mentioned in Business Story)>

Acceptance criteria (= get SMART here):

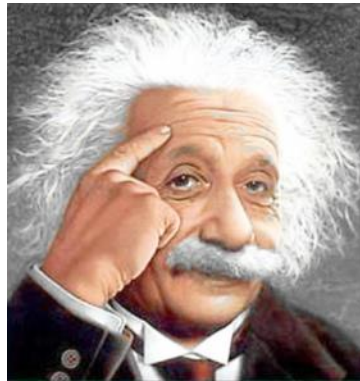
- ...

- ...



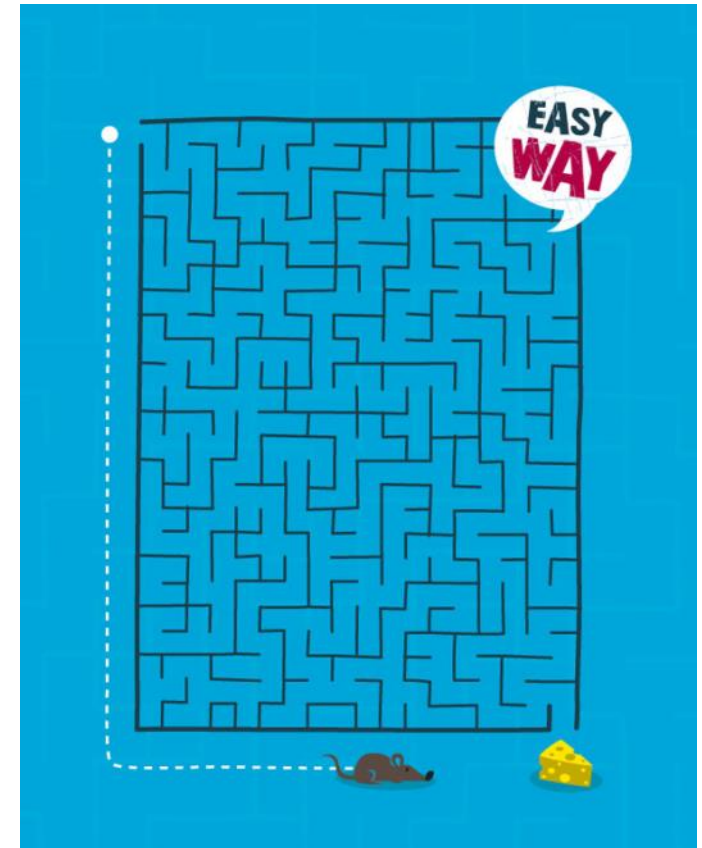
A unique approach

Fully SMART



The easy way

Never forget anything



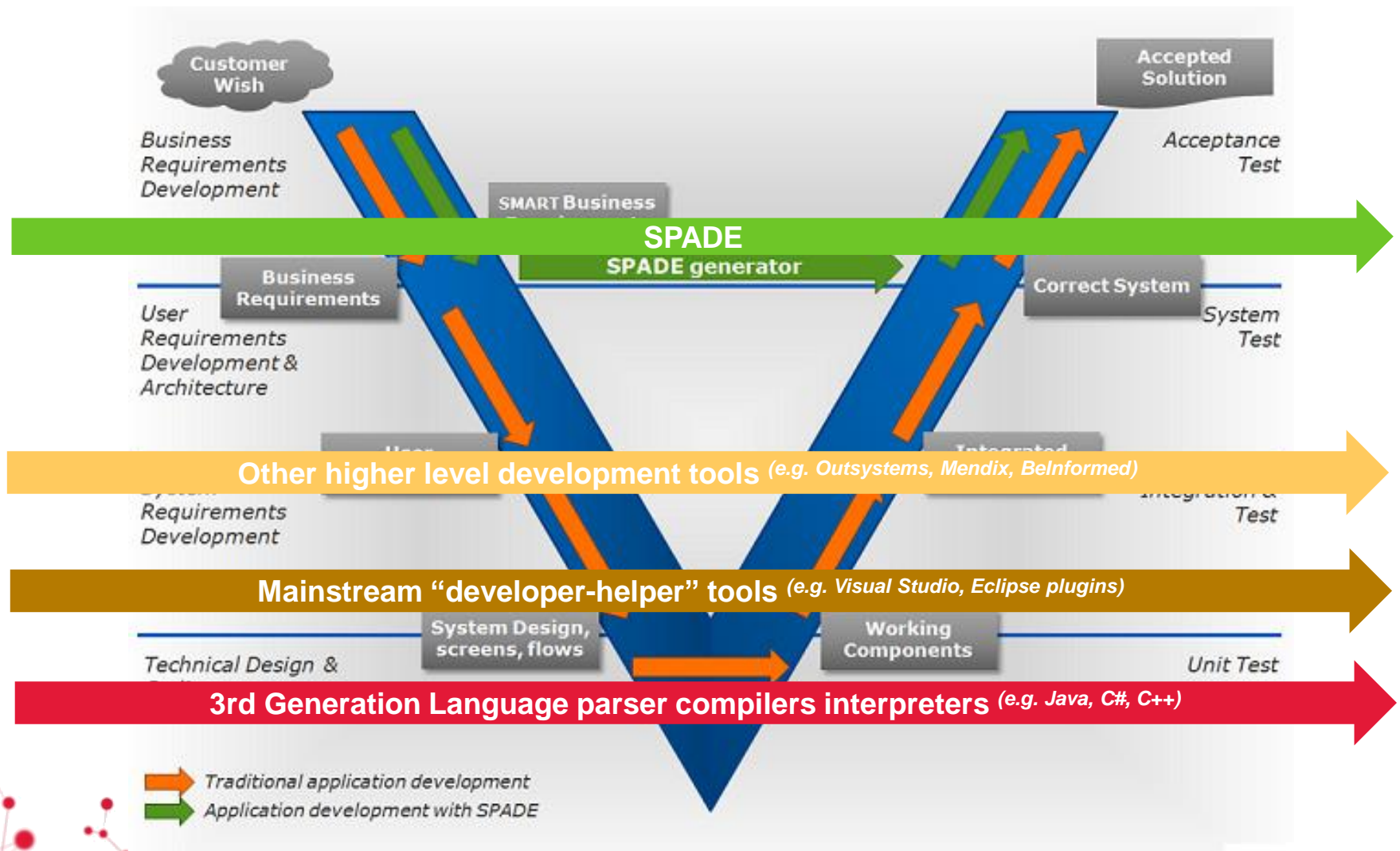
Pay as you save



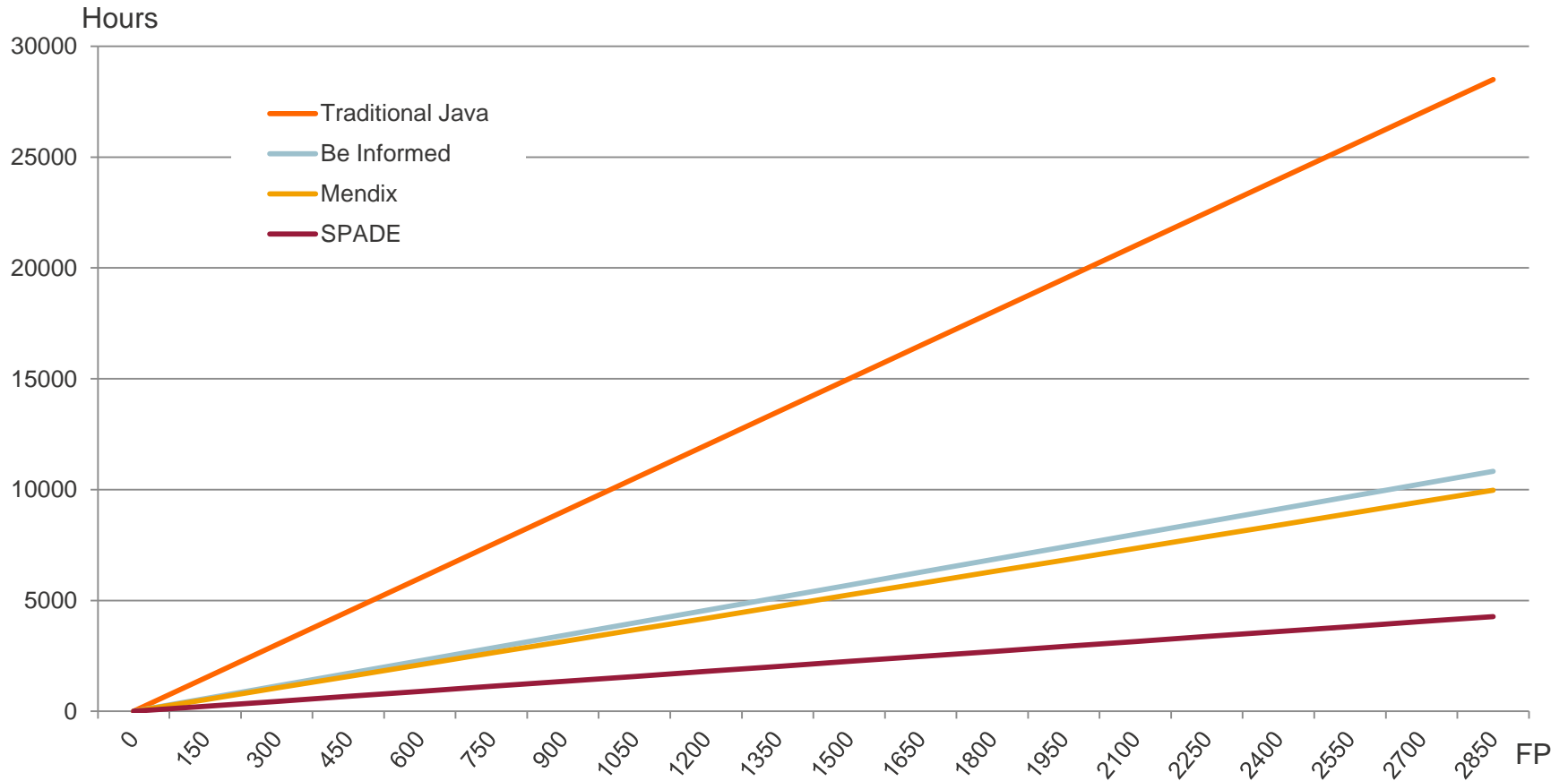


From SR2.0 business requirements
to a Professional system (in seconds)

Regular development versus SPADE development



Benchmark Development speed





Live demo

Reference cases (reduction total cost of ownership)



CRM & matching system (Dutch Bank)



anonymous voting system (ICT service provider)



time & tracking system (insurance company)



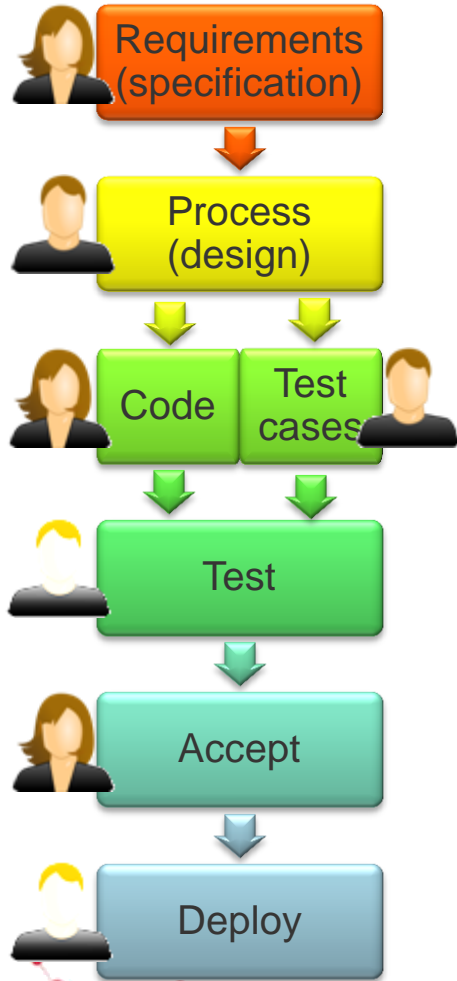


GAST

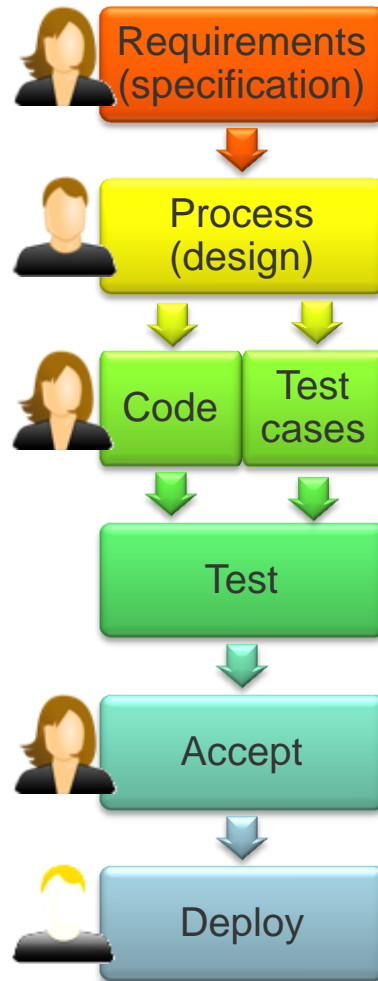
SPADE & GAST

Combining 2 new generations

Regular

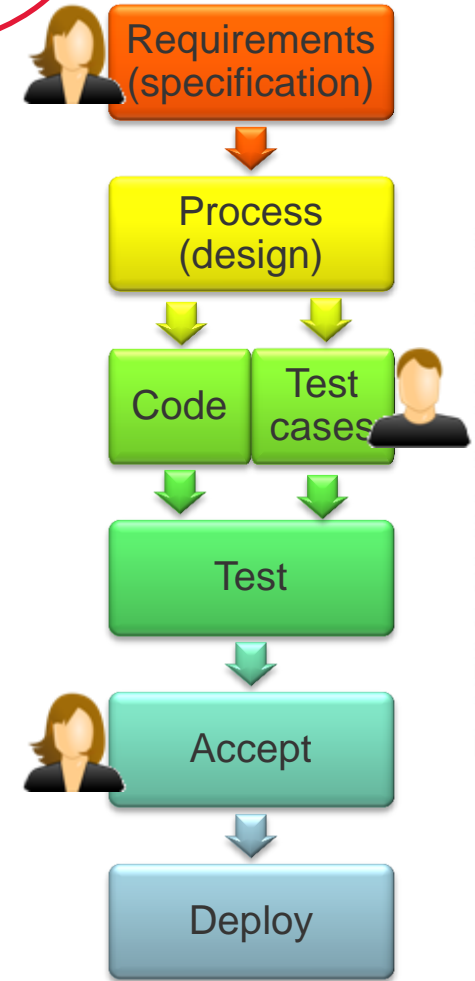


GAST



ALREADY POSSIBLE

SPADE



ALREADY POSSIBLE

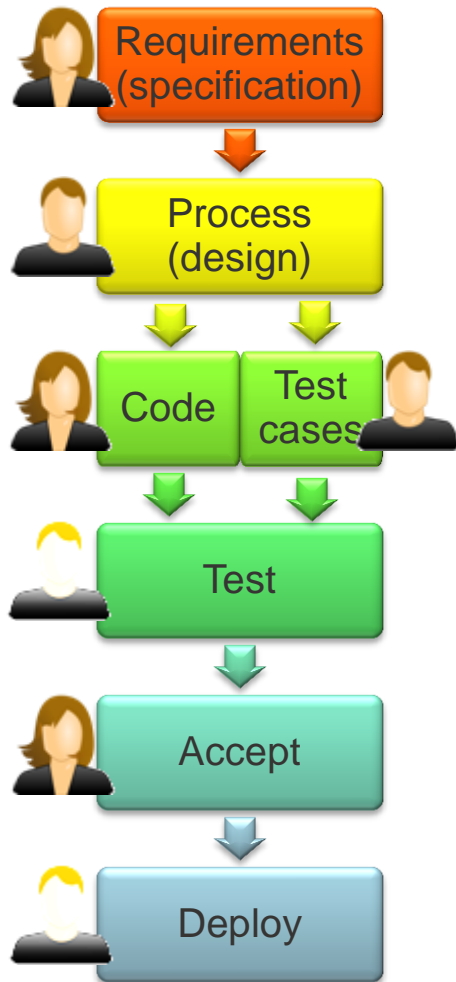


= Mostly manual steps

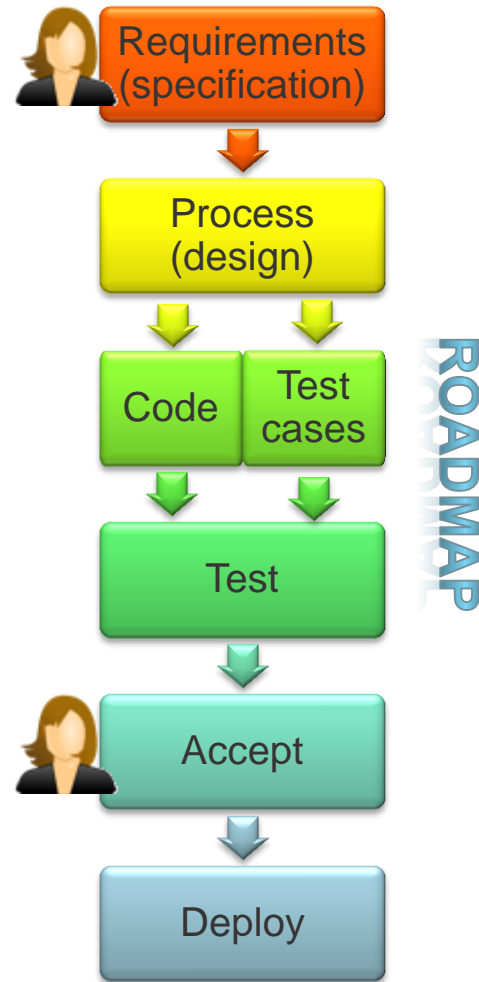


= Either manual or automated steps

Regular



SPADE+GAST



= Mostly manual steps



= Either manual or automated steps

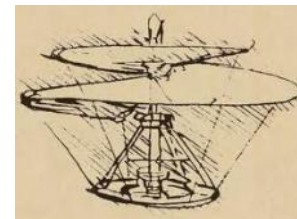
A unique tool

Only requires desired business result

Shortest time to market

Better than COTS or Custom made

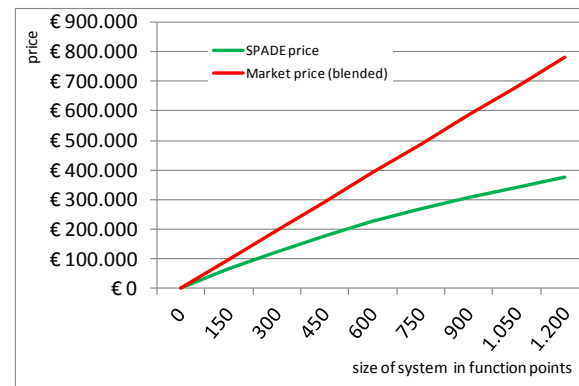
Cheaper than any competing solution



5 seconds



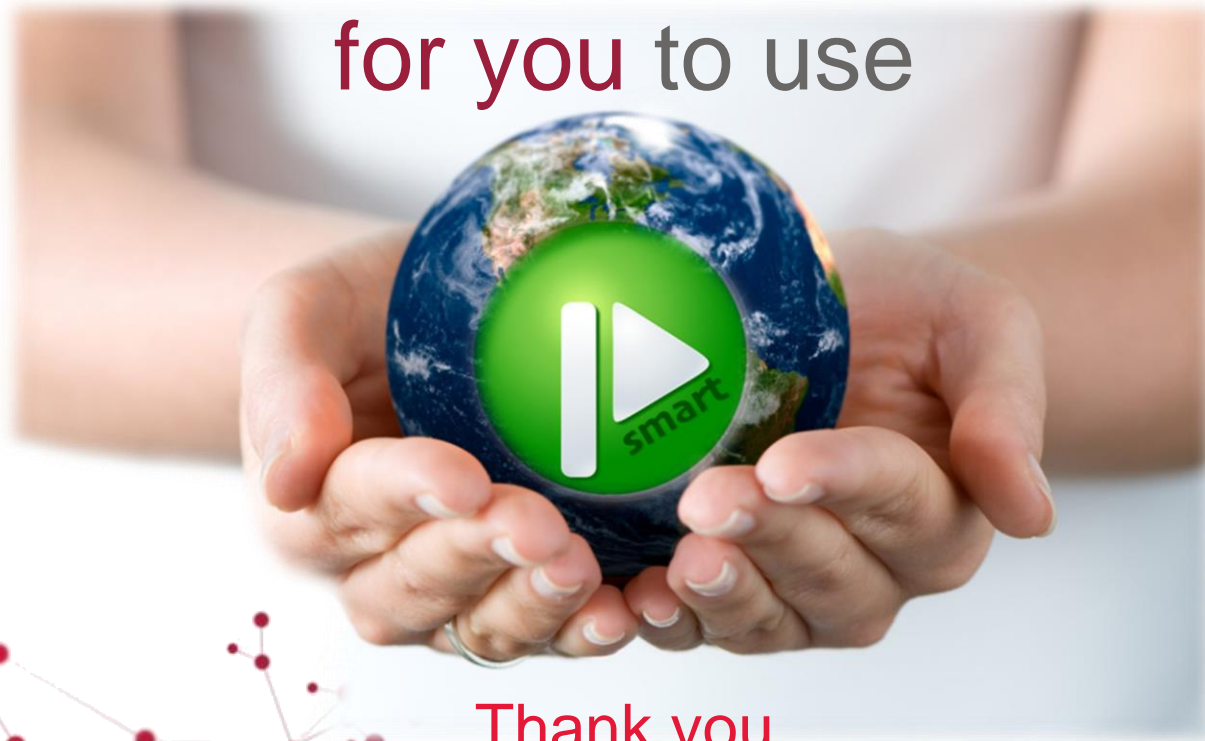
How the customer was billed



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Conclusion

The **future** of
Business & ICT Development
is here now
for you to use



Thank you

NEXT SLIDES ARE APENDIXES



SPADE Global Architecture

